Saskmilk

Newsletter
January 2014

Chairman's Message

by Mel Foth

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On behalf of the SaskMilk Board, I am reporting that that SaskMilk and our CEO Ryan Boughen have mutually agreed to terminate our relationship. After January 16, 2014, Ryan Boughen will no longer be employed with SaskMilk. We wish Ryan all success in his future endeavours.

The SaskMilk Board and myself as Board Chair are working closely with key management staff; we are working as a team to continue the day-to-day operations of SaskMilk. The Board is committed to hiring a new CEO and will pursue this with all diligence. It is business as usual at SaskMilk.

Please contact myself as Chair, or any of our Managers, if you need further information. The management team at the office are Doug Miller, Deb Haupstein, Joy Smith, and Anita Medl.

I would also like to comment on several other things. The first is an update with regards to the Milk Compositional Standards. The meeting with government and processor that I had referred to in the last newsletter has been postponed again and is now rescheduled for March 5th.

I would also like to inform our members that four of our SaskMilk board members and two management staff will be in Ottawa from February 3rd to 6th for the DFC Policy Conference, which includes our Lobby Day with our elected provincial Members of Parliament. This is an important opportunity for us to talk to our Saskatchewan MP's, get to know them, and to help them understand our industry - and hopefully support our industry as well.

As an industry we are in a changing environment, and we need our political support to help manage this change. I look forward to continuing to serve our members and our industry. Please feel free to contact me any time.

SaskMilk Producer Ambassador Program

Do you believe in your industry? Want to share your enthusiasm with others? Then please consider talking to me about the SaskMilk Producer Ambassador Program!

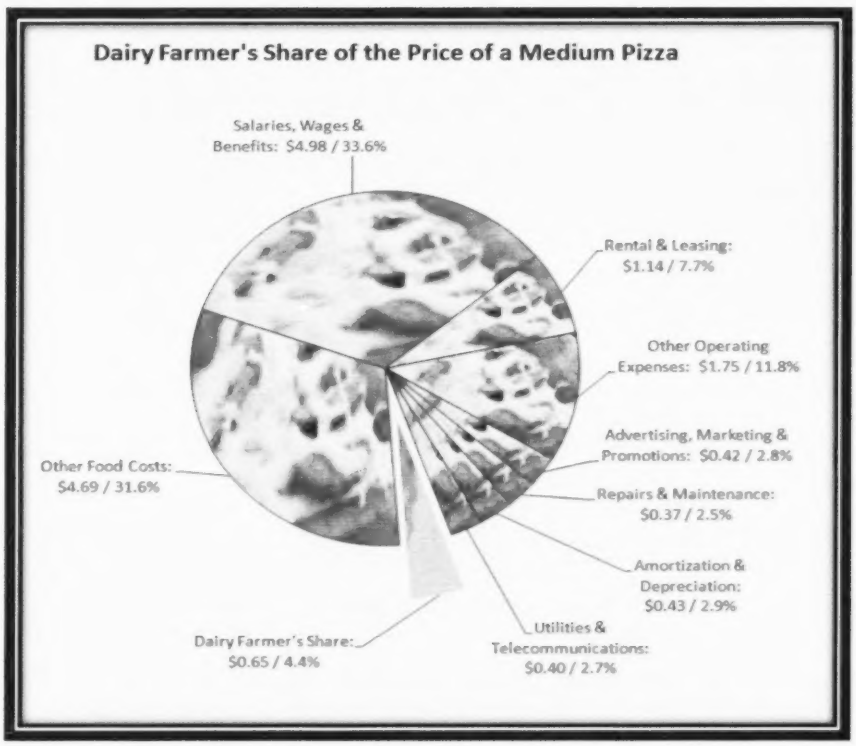
What is this, you might ask? This is an exciting program that we will be developing over the next year where we would like to help producers become spokespeople for the Saskatchewan dairy industry! Don't worry, we aren't going to just throw you 'in' unprepared! We will be taking the time to talk to you, get you whatever training you need to feel comfortable talking to the public, to the media, or to anyone else that needs some help understanding how great our industry is.

In the current environment, where supply management is being questioned, trade deals are coming down the road, and many consumers don't know or understand what producers do and how the system works, we need to be available and accessible as CHAMPIONS of our industry – and nobody is a better champion than you, the producer!

This will not require a big time commitment, honestly – we just want to give you the tools you need to be an ambassador, and build a network of producers that we can communicate with and call on if the need arises.

Please contact me at #306-721-9482 or Joy.Smith@saskmilk.ca to get more information – no commitment, let's just chat and see if it might interest you! Thanks in advance everyone!

-Joy Smith, SaskMilk Manager of Policy & Communications


Dairy Farmer's Share of the Price of a Medium Pizza
Salaries, Wages & Benefits: $4.98 / 33.6%
Rental & Leasing: $1.14 / 7.7%
Other Operating Expenses: $1.75 / 11.8%
Advertising, Marketing & Promotions: $0.42 / 2.8%
Repairs & Maintenance: $0.37 / 2.5%
Amortization & Depreciation: $0.43 / 2.9%
Utilities & Telecommunications: $0.40 / 2.7%
Dairy Farmer's Share: $0.65 / 4.4%
Other Food Costs: $4.69 / 31.6%

Did You Know...?

The Dairy Farmer's share of the price of pizza is about 4.4%!

Agriculture in the Classroom Saskatchewan (AITC-SK) is thrilled to invite your organization to participate in this exciting program!

March 3rd – March 9th, 2014

Canadian Agriculture Literacy Week is an initiative of Agriculture in the Classroom across Canada to raise student awareness about Canadian agriculture by providing positive and realistic messages from the industry and producers.

A special thanks to FCC for sponsoring this program in its 3rd year!

AITC-SK would like to partner with your organization to connect students with local producers and industry representatives to help put a face on the food we eat! Personal stories will be shared and curious questions will be answered.

Participating Organizations Role:

1. Identify producers or agriculture industry representatives who are passionate about the agriculture industry. Volunteers must be comfortable relating, speaking, and reading to students as well as sharing stories about their farming operation and answering students' questions. We are looking for volunteers who have a positive attitude about the agriculture industry and who will convey a positive message to the students about their own experiences.
2. Send the contact information for the producers or industry reps to Karen Enns at karen@aitc.sk.ca or (306) 933-6158. Provide name, e-mail, phone, town/city, and agriculture connection prior to ***January 31, 2014***.

AITC's Role:

1. AITC will work with the producer to confirm the producer's interest and availability as well as discuss ideas to engage the students during the visit.
2. AITC will contact the school administration and provide details about the program. ***The teacher will contact the producer and arrange a date/time for the school visit***.
3. AITC will provide a suitable book for the producer and send it to them in advance of the school visit.
4. AITC will notify participating organization of school visit dates and places.
5. AITC will coordinate related media releases.
6. AITC will provide agriculture resources for the class to keep after the visit.

Producer's Role:

1. Spend 45 minute with a grade 3 – 5 classroom reading the storybook provided and sharing personal agriculture stories.
2. Sign the book and donate it to the class.

Contact Karen Enns at 933-6158 or karen@aitc.sk.ca to get involved by January 31, 2014.

Agriculture in the Classroom
Connecting Kids and Agriculture

Western Canadian Dairy Seminar

March 11 - 14, 2014

Sheraton Red Deer, Red Deer AB

Strategies to Optimize Performance

Tuesday, March 11th

10:00 a.m. – 4:00 p.m. Pre-Conference Tour
This tour will visit three local dairy farms with the focus on progressive, innovative dairy managers.

1:30 p.m. – 4:30 p.m. Pre-Conference Symposium for Nutritionists: *"Nutritional management of the dairy replacement heifer from birth to calving".*
Facilitator: Robert Corbett, Dairy Health Consultation (Max 50)

1:30 p.m. – 4:30 p.m. Workshop for Producers:
"Mastitis pathogens and prevention",
Facilitators: Herman Barkema, University of Calgary; Jean-Philippe Roy, University of Montréal; Ruth Zadoks, University of Glasgow (Max 30)

6:30 p.m. - 9:00 p.m. **Registration**
8:00 p.m. - 10:00 p.m. **Opening Reception**

Wednesday, March 12th

Morning Plenary Session

Session I. Efficiency from Cow to Farm

8:50 *How high feed efficiency reduces the environmental impact of the dairy* – **Frank Mitloehner, University of California-Davis**

9:30 *Feeding and breeding for a more efficient cow* – **Mike Vandehaar, Michigan State University**

10:10 *Nutrition Break*

10:40 *Can genomics be used to improve feed efficiency?* – **Diane Spurlock, Iowa State University**

11:20 *Strategies to improve economic efficiency of the dairy* – **Victor Cabrera, University of Wisconsin**

12:00 *Panel (all speakers)*

12:20 **Lunch**

Afternoon Concurrent Sessions

Session II. Dairy Herd Health

1:50 *Biosecurity on the dairy farm* – **Dick Sibley, West Ridge Veterinary Practice, UK**

2:30 *Lameness, hoof and leg issues in dairy cows* – **Ernest Hovingh, Pennsylvania State University**

3:10 *Nutrition Break*

3:40 *Understanding the sources, transmission routes, and prognoses for mastitis pathogens* – **Ruth Zadoks, University of Glasgow**

4:20 *How to decrease the use of antibiotics in udder health management* - **Jean-Philippe Roy, University of Montréal**

5:00 **Panel (all speakers)**

Session III. The Pre-Weaned Calf

1:50 *Cow factors that influence colostrum quality* – **Fiona Maunsell, University of Florida**

2:30 *Effects of maternal nutrition on calf health and growth* – **Jon Schoonmaker, Purdue University**

3:10 *Nutrition Break*

3:40 *Colostrum management and factors related to poor calf immunity* – **Lorraine Doepel, University of Calgary**

4:20 *Effective forage and starter feeding strategies for preweaned calves* – **Alex Bach, Institute for Research and Technology in Agrifood (IRTA), Spain**

5:00 **Panel (all speakers)**

Evening Banquet: Atomic Improv is a two man Improv show that has been wowing audiences all over the world with their high energy, fast paced and funny shows.

Thursday, March 13th

Morning Plenary Session

Session IV. Nutrition to Optimize Performance and Economic Returns

8:30 *Reducing total feed costs while optimizing productivity* - **Barry Robinson, Great Northern Livestock Consulting Ltd.**

9:10 *Precision feeding to increase feed efficiency* – **Alex Bach, IRTA Spain**

9:50 *Nutrition Break*

10:20 *Silage inoculants – are they worth the money?* - **Tim McAllister, Agriculture & Agri-Food Canada**

11:00 *Reducing phosphorus levels in dairy cow diets* - **Conrad Ferris, AFBI (Agri-Food & Biosciences Institute), Northern Ireland**

11:40 **Panel (all speakers)**

12:00 **Lunch**

Afternoon Concurrent Sessions

Session V. Breeding and Reproduction

1:30 *Crossbreeding in dairy cattle: pros and cons* – **Conrad Ferris, AFBI, Northern Ireland**

2:10 *Genetic selection of cattle for improved health and immunity* – **Bonnie Mallard, University of Guelph**

2:50 *Nutrition break*

3:20 *Reproductive management with limited hormonal intervention* - **Jeff Stevenson, Kansas State University**

4:00 *An interventionist approach to reproductive management* – **Stephen LeBlanc, University of Guelph**

4:40 **Panel (all speakers)**

Session VI. The People Side of Dairying

1:30 *Worker training and education to improve cattle welfare* – **Franklyn Garry, Colorado State University**

2:10 *Enhancing employee supervision skills* – **Chuck Schwartau, University of Minnesota**

2:50 *Nutrition Break*

3:20 *Using SOPs to improve productivity* – **Fiona Maunsell, University of Florida**

4:00 *An advisory team approach to your farm management* – **Lisa Holden, Pennsylvania State University**

4:40 **Panel (all speakers)**

5:00 **Reception (to be held after Sessions)**

6:30 **Student Research Presentations**

Friday, March 14th

Morning Plenary Session

Session VII. Disease Issues and Management

8:30 *Vaccinating dry cows and calves: with what, when and is it effective at protecting the calf?* - **Amelia Woolums, University of Georgia**

9:10 *Why cows die on dairies* - **Franklyn Garry, Colorado State University**

9:50 *Nutrition Break*

10:20 *High risk cows in high risk places* – **Dick Sibley, West Ridge Veterinary Practice, UK**

11:00 *Emerging diseases that may impact your bottom line* – **Dave Kelton, University of Guelph**

11:40 **Panel (all speakers)**

12:00 **Closing**

QUOTA EXCHANGE

The market-clearing price established for the January 2014 Quota Exchange was **$34,500.00**.

The next Quota Exchange will be held on **February 15, 2014**. All offers to sell and bids to purchase quota through the Quota Exchange must be received at the SaskMilk office by midnight, **February 6, 2014**. SaskMilk recommends that offers and bids be submitted well in advance of the deadline date to ensure adequate time for corrections, if necessary.

When making bids on the Quota Exchange, the price on offers to sell quota is the minimum price that the producer is prepared to accept for that quota. Only if the market-clearing price is equal to or greater than the producer's minimum price will that producer qualify for participation in the Exchange. Conversely, the price on offers to purchase quota is the maximum price that the producer is prepared to pay for that quota. Only if the market-clearing price is equal to or less than the producer's maximum price will that producer qualify for participation in the Exchange. The clearing price is set at the price where the smallest difference exists between the accumulated volume offered for sale and the accumulated volume bid to purchase.

The results of the Quota Exchange are outlined in the following Table.

JANUARY 2014 QUOTA EXCHANGE RESULTS SUMMARY

Market Clearing Price per kilogram of butterfat	**$ 34,500.00**	
Daily Kilograms offered to Purchase		**22.85**
Kilograms offered to Sell		**29.63**
Kilograms sold		**22.85**
Number of Producers		
- offered to purchase	**1**	
- purchased quota	**1**	
- offered to sell	**5**	
- sold quota	**4**	

JANUARY 2014 QUOTA EXCHANGE CLEARING PRICE RESULTS

Price ($/daily kg b.f.)	No. of Sellers	Cumulative Sellers	Daily Kgs b.f. offered for sale	Cumulative sales	Cumulative Sales less Cumulative purchases	Cumulative purchases	Daily Kgs b.f. offered to purchase	Cumulative Buyers	No. of buyers
$32,000.00	1	1	2.71	2.71	-20.14	22.85	0.00	1	0
$33,000.00	1	2	0.83	3.54	-19.31	22.85	0.00	1	0
$33,500.00	1	3	10.00	13.54	-9.31	22.85	0.00	1	0
$34,500.00	**1**	**4**	**12.00**	**25.54**	**2.69**	22.85	**0.00**	**1**	**0**
$35,000.00	1	5	4.09	29.63	6.78	22.85	22.85	1	1

*** Please contact Bev Solie at 306-949-6999 for inquiries dealing with quota management sheets, the Quota Exchange, for transfer credits, or with any other quota transactions.**

TRANSFER CREDIT SUMMARY REPORT

MONTH	# OF PRODUCERS TRANSFER IN	# OF PRODUCERS TRANSFER OUT	TOTAL KGS BUTTERFAT
December	27	23	29,882
January, 2013	14	17	13,158
February	16	15	10,369
March	19	18	14,543
April	14	15	8,912
May	11	10	6,139
June	16	11	12,221
July	14	10	8,560
August	16	14	13,911
September	13	12	12,097
October	18	14	14,374
November	18	16	14,816
December	16	16	12,105

PRIVATE TRANSFERS PROCESSED

MONTH	DAILY KILOGRAMS
Jan-2013	41.98
Feb	0.00
Mar	81.66
Apr	59.62
May	20.00
June	17.00
July	0.00
Aug	111.00
Sept	22.00
Oct	0.00
Nov	10.00
Dec	110.26

OVER QUOTA (OVER 5 DAYS) REPORT BY MONTH

MONTH	# OF PRODUCERS	KGS BUTTERFAT
December	15	2,847
January, 2013	19	4,848
February	17	3,436
March	21	4,621
April	11	1,303
May	11	846
June	10	655
July	8	2,058
August	8	1,145
September	7	653
October	8	563
November	11	1,375
December	20	5,216

SUMMARY REPORT OF CREDITS December, 2013 – 167 PRODUCERS

DAYS	# OF PRODUCERS	POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
+ 5	20	10,525
0 to + 5	40	18,723
TOTAL	60	29,248
DAYS	**# OF PRODUCERS**	**NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)**
-15	10	-15,210
-10 to -15	21	-39,876
-5 to -10	39	-39,724
0 to -5	37	-19,011
TOTAL	107	-113,821

LOST OPPORTUNITY REPORT

MONTH	# OF PRODUCERS	LOST OPPORTUNITY (KGS OF BUTTERFAT)
December	13	6,389
January, 2013	10	4,550
February	11	4,520
March	10	3,572
April	13	3,960
May	14	6,967
June	11	6,596
July	13	9,398
August	14	7,625
September	19	6,589
October	16	6,941
November	11	1,979
December	10	2,487

WEIGHTED AVERAGE COMPONENT TESTS & PRICES December, 2013

Components	Average Test	Price per kilogram Class 1 to 5
Butterfat	4.0715	11.157163
Protein	3.4260	8.157145
Other Solids	5.6991	1.225908

Based on the average component tests for the province, the average price received was **$80.3588** per hectolitre. **The average butterfat price received per kilogram was $19.61**

SASKATCHEWAN MILK POOL RESULTS December 2013

Milk Sale Revenue	$ 15,514,081.07
Western Milk Pool	$ (203,241.41)
Plant of Last Resort Service	$ (56,733.29)
CDC Surplus Refund	$ 338,662.00
Total Pool Value	**$ 15,592,768.37**

In December, Saskatchewan had a monthly CDC allocation of **805,742 kilograms** of butterfat. In the month of December, Saskatchewan production was **-11,009** of butterfat **under** and cumulatively **under** by **-70,182 kilograms** of butterfat. On a percentage basis, Saskatchewan is **-0.78%** within our CDC allocation flexibility limits based on the Continuous Quota model. The -1.50% lower flexibility limit is in effect.

	(1) Monthly Total Production Kgs bf	(2) Total Monthly CDC Quota Allocation Kgs bf	(3) Monthly Over or (Under) Production Kgs bf col. 1 – 2 = 3	(4) Lower Flexibility Limit **(1.5%)** Kgs bf col. 9 * -1.5%	(5) Upper Flexibility Limit **1.0%** Kgs bf col. 9 *1.0%	(6) Cumulative Over or (Under) Production with limits Kgs bf	(7) Cumulative Over or (Under) Production with limits in - % col. 6 / 9	(8) Over Quota or (Lost Production Opportunity) Kgs bf	(9) Rolling 12 Month Total Quota Kgs bf
Dec-12	775,085	787,512	(12,427)	(134,977)	44,992	**(126,691)**	**-1.41%**	0	8,998,476
Jan-13	788,550	767,300	21,251	(134,846)	44,949	**(100,685)**	**-1.12%**	0	8.989,708
Feb-13	712,149	695,378	16,771	(134,400)	44,800	**(84,357)**	**-0.94%**	0	8,960,033
Mar-13	782,825	767,146	15,680	(134,368)	44,789	**(69,000)**	**-0.77%**	0	8,957,872
Apr-13	746,839	740,033	6,806	(134,442)	44,814	**(62,444)**	**-0.70%**	0	8,962,781
May-13	754,967	753,453	1,515	(134,427)	44,809	**(60,815)**	**-0.68%**	0	8,961,796
Jun-13	725,872	721,132	4,740	(134,402)	44,801	**(54,515)**	**-0.61%**	0	8,960,160
Jul-13	734,662	730,741	3,922	(134,525)	44,842	**(50,515)**	**-0.56%**	0	8,968,338
Aug-13	759,353	743,937	15,416	(134,654)	44,885	**(35,322)**	**-0.39%**	0	8,976,941
Sep-13	743,013	737,951	5,061	(134,773)	44,924	**(34,067)**	**-0.38%**	0	8,984,855
Oct-13	782,805	796,837	(14,032)	(135,081)	45,027	**(48,227)**	**-0.54%**	0	9,005,391
Nov-13	758,797	770,745	(11,948)	(135,189)	45,063	**(60,135)**	**-0.67%**	0	9,012,580
Dec-13	794,733	805,742	(11,009)	(135,518)	45,173	**(70,182)**	**-0.78%**	0	9,034,530

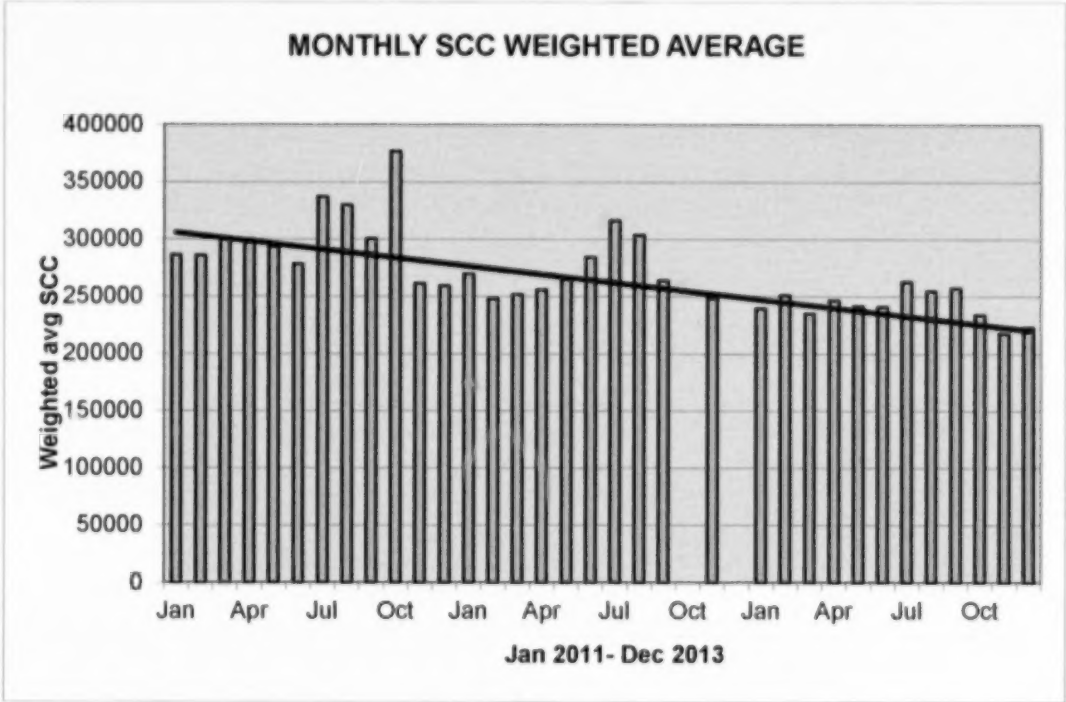
(1) Monthly Production in Saskatchewan
(2) Total Monthly Quota = Class 1 sales + Monthly MSQ + Carry Forward
(3) Difference between the monthly production (1) and the total monthly quota (2)
(4) The Lower Flexibility Limit is -1.5% of Rolling 12 Month Total Quota (9)
(5) The Upper Flexibility Limit is 1.0% of Rolling 12 Month Total Quota (9)
(6) Previous Month Cumulative Over or (Under) Production + Current Monthly Over or (Under) Production (capped at lower or upper limit if applicable)
(7) Equal to Column (6) expressed as a percentage basis within the flexibility limits
(8) Over Quota or (Lost production opportunity) outside of flexibility limits
(9) Total Monthly CDC Quota Allocation for the previous 12 months

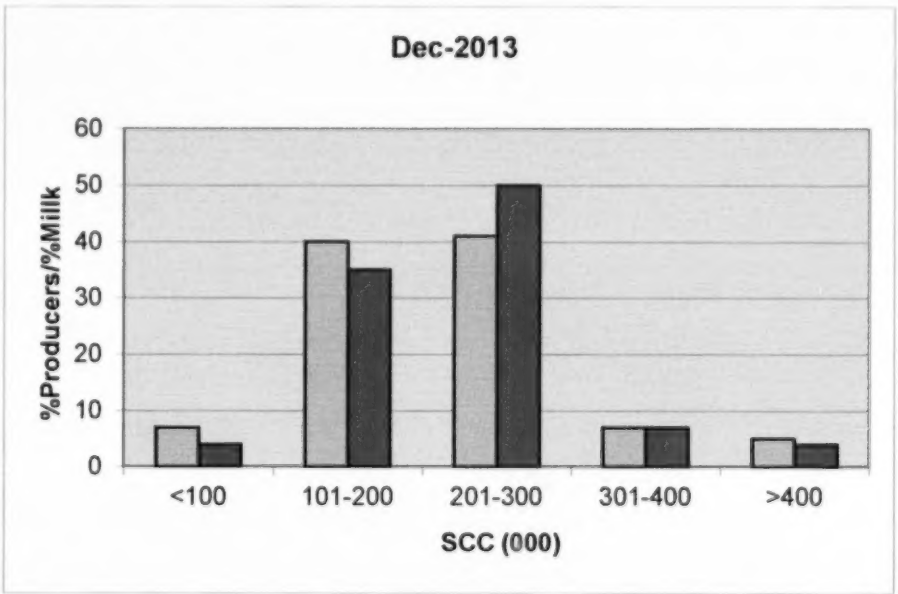
SCC LIMIT NOW 400,000

Effective January 1, 2013, the SCC limit has changed to 400,000. Penalties and violations will be applied based on the new limit.

The following graphs provide producers with an overview of the Provincial Somatic Cell Count weighted average on a monthly basis as well as a breakdown of the % of producers in each SCC level for the month of December 2013.

If you have any questions or comments you can contact: Deb Haupstein at 306-721-9486.





INHIBITOR TEST STATIONS

SaskMilk has established a number of inhibitor test stations around the province. Producers needing to check their bulk tanks for inhibitors can take a sample to the test station closest to their location.

Charm test strips are available to test for:
Beta-Lactams- the Charm 3 SL3 Beta Lactam test strip tests for amoxicillin, ampicillin, ceftiofur, cephapirin, cloxacillin, and penicillin G

Tetracyclines- the Charm Tetracycline test strip tests for chlortetracycline, oxytetracycline and tetracycline.

Sulfas- the Charm Sulfa test strip tests for sulfacetamide, sulfachlorpyridazine, sulfadiazine, sulfadimethoxine, sulfadoxine, sulfacthoxypyridazine, sulfamerazine, sulfamethazine, sulfamethizole, sulfamethoxazole, sulfamethoxypyridazine, sulfapyridine, sulfaquinoxaline, sulfathiazole,and sulfisoxazole.

Test stations are located at the following locations:

1. Swift Current, SK - Agrifoods truck bay - 675 Cheadle Street West
   Office 306-773-1991 or Rodger Ruf 306-741-3261
2. Harris, SK - Cairnside Farm – Wes Cairns 306-665-4807
3. Star City, SK - Star City Colony - Reuben Tschetter 306-921-9381
4. Grenfell, SK - Jim Ross 306-697-2232
5. Yorkton, SK - Ford Dairy Farms Inc. - Bud and Margaret Ford 306-782-7240
6. Saskatoon, SK – Agrifoods Truck Bay - east of the Saputo plant receiving bay
   lead hand - Jim or Clint 306-664-0202 after hours: 306-668-8135

Charm tests strips and Charm testers are now available for purchase through SaskMilk. Agrifoods is now carrying SNAP test kits for tetracylcines as well as beta lactams.

For further information you can contact: Deb Haupstein 306-721-9486

If You Can't Ship It - Test It!

BSE surveillance is still important and every animal tested makes a difference.

Support your cattle industry by having your 4-D (dead, diseased, dying or downer) cattle tested for BSE.

For more information, call the Canadian Food Inspection Agency at 1-877-727-5273.

Code of Practice

1.2 Facilities for Special Needs

Special needs facilities are an option for grouping animals to provide for the special needs of calving, transition or sick/infirm cows (20). Special needs facilities should be designed to minimize stress. Appropriate stocking density and design are needed within special needs facilities to minimize competition for limited resources (e.g., feed bunks, stalls). Cows like to engage in the same activity at the same time so overstocking is a source of frustration if this need cannot be met (8).

REQUIREMENTS

Special needs facilities must provide comfort, insulation, warmth, dryness and traction. Bare concrete is not acceptable as a resting surface.

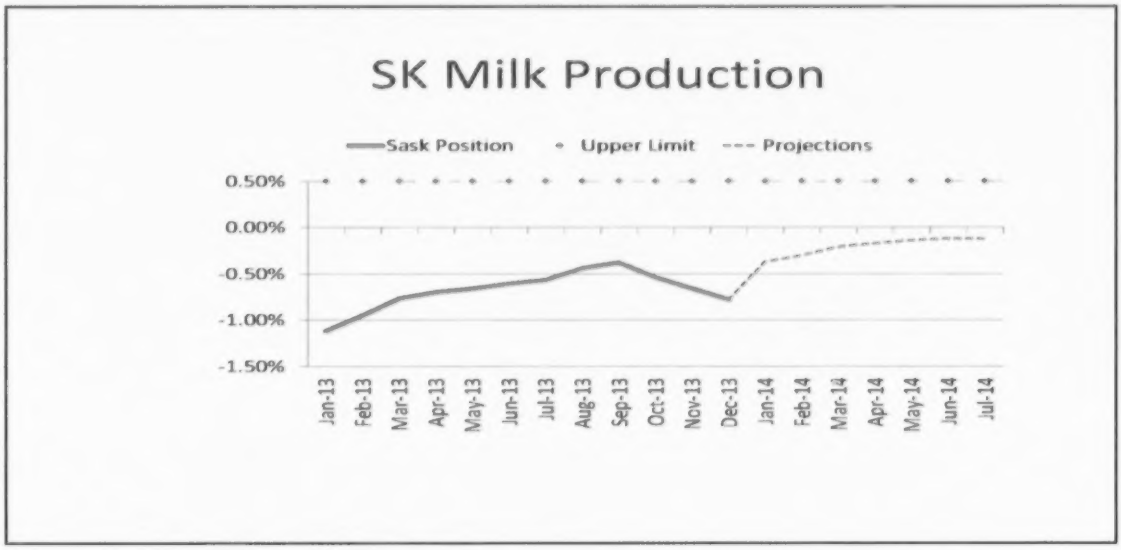
1.2.1 Calving

Cows are especially active in the hours before calving, so factors affecting the comfort of the calving area are especially important. Well-designed maternity pens benefit the cow and farm workers who supervise calving.

Newborn calves are susceptible to disease so calving facilities should be designed and maintained to minimize disease transmission.

RECOMMENDED BEST PRACTICES

a. ensure each cow has an individual calving pen or cows in group calving pens have adequate space to permit any required assistance during delivery, and provide a comfortable, dry, sanitary environment for the cow and calf
b. monitor and manage cows in group calving pens for aggressive behavior
c. provide softer, non-slip flooring, such as soft rubber or straw pack
d. equip pens with a feeder and source of water
e. keep pens well lit and properly ventilated, but with minimal draft.



QUOTA LISTING or CLASSIFIED AD SERVICE

SaskMilk offers a free quota listing service as part of its Newsletter. Anyone wishing to sell or purchase quota and/or cows or miscellaneous dairy equipment is welcome to contact the SaskMilk office at (306) 949-6999. All prices and negotiations will be independent of SaskMilk. **Please note that ads will be posted in two issues and will then be removed unless SaskMilk is notified otherwise.**

Classifieds

- For sale: Bred heifers and lactating heifers (40-60 days in milk). Contact Sand Lake Colony, Steve Kleinsasser, #306-298-2079 ext 406

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